



News from the New York State Commercial Association of REALTORS® , Inc.



First NYSCAR Board Meeting of 2016

Brian DiNardo, NYSCAR President

The NYSCAR Board of Governors held their first meeting of the year at the Desmond Hotel and Conference Center in Albany, New York on Sunday, February 7, 2016.



The 2016 officers and governors were installed by 2015 NYSCAR President John Lavelle. (Pictured right: Karen Klecar, Governor (Endicott); Dana Crocker, NYSCAR Secretary (Syracuse); Guy Blake, CCIM, NYSCAR 1st VP (Hudson Valley); James Walker, CCIM, NYSCAR 2nd VP(Hudson Valley); Mark Rohlin, Governor (Rochester); Ed Gallacher, CCIM, NYSCAR Treasurer, (Utica); Richard Ferro, CCIM, Governor

(Greater Capital) and Robert P. Strell (Williamsville) Governor. 2016 President Brian DiNardo (Rochester) was also installed by John Lavelle.



Immediate Past President John Lavelle Honored

(Left: 2016 NYSCAR President, Brian DiNardo and Immediate President, John Lavelle). On behalf of the members of the Association, the Board thanked Lavelle with a President's plaque for his outstanding efforts while serving as President of NYSCAR (2014-2015). The Board applauded John for his outstanding leadership over the past two years.

Robert P. Strell, WNY Chapter, recognized as NYSCAR's 2015 REALTOR® of the Year.

Strell was honored for his commitment to excellence and his outstanding efforts on behalf of the New York State Commercial Association of REALTORS®, Inc. His untiring efforts as a member of the Board of Governors and his to continuing work to make the Western New York Chapter a strong Chapter are key to keeping the Association a leading organization in the commercial real estate industry.



Strell has been active as a real estate consultant for over thirty years. He has provided real estate consulting services regarding commercial property valuation, site relocation development IDA and public financing assistance, valuation analysis, tax assessment review, and other consulting work regarding all aspects of commercial real estate. He has appeared and testified as an expert real estate witness in over 125 litigation cases throughout New York State. He is a licensed real estate broker, a REALTOR® member of the National Association of REALTORS®, NYS Association of REALTORS® and NYS Commercial Association of REALTORS® and has completed over 800 hours of real estate education. He has also completed an executive MBA certificate program at the University at Buffalo School of Management.

Strell serves on the NYSCAR Board of Governors and is a past president of the Western New York Chapter of NYSCAR and currently serves on the chapter's Board of Directors. Active in his community, he has also served on the Board of Directors of various religious and not for profit organizations.

NYSCAR Education

April 6 - "Counseling for Action" instructed by Peter West, CCIM, hosted by the Hudson Valley Chapter, Hyatt Hotel, Fishkill. (April 7 Marketing Session)

May 19 - "Turning Real Estate Knowledge into Income" instructed by Tim Conley, CCIM, SIOR, hosted by the So. Tier Chapter.

Annual Conference

Our Planning Committee, chaired by Guy Blake, CCIM continues to making plans for the 15th Annual New York State Commercial real Estate Conference which will be held June 13-15, 2016 at the Sheraton Syracuse University Hotel and Conference Center.

The program is shaping up with some great education topics including technology, environmental, marketing and code of ethics. As always, we will also have our marketing investment session which everyone looks forward to.

If you or someone you know is interested in being a sponsor of the conference, please let us know (email: Ali Mann, amann@nysar.com or Sherry Marr, sherry@nycap.rr.com). We look forward to your participation in June! Watch www.nyscar.org for additional details.

The National Association of REALTORS® will hold their REALTOR® Legislative Meetings & Trade Expo on May 9 – 14, 2016 in Washington D.C. Please mark your calendar and go to www.realtor.org for more information.



News from the National Association of REALTORS®

Leasehold Improvement Depreciation, 179D, FIRPTA and EB-5 Extended

In late December, the President signed into law an omnibus appropriations bill which included permanent extension of the 15-year leasehold improvement depreciation period, which NAR actively advocated for. The bill also extended the 179D energy-efficient commercial buildings deduction for two years, and included reforms to FIRPTA which NAR has supported. Finally, the bill included a clean extension of the EB-5 Investor Visa Regional Center Pilot Program through September 30, 2016.

Link: <http://www.realtor.org/articles/nar-issue-brief-omnibus-appropriations-bill-real-estate-provisions>

Find New and Improved Points of Interests on RPR Maps

Points of Interest (POIs) represent the diversity and density of amenities and businesses within close proximity to the area your client wants to live or do business in, or both. RPR is taking its POI services to the next level so you can benefit!

Link: <http://blog.narrpr.com/product/easily-find-new-and-improved-points-of-interest-on-rpr-maps/>

Register for the National Land Conference in March

Network with some of the best land professionals in the country at the 2016 National Land Conference, March 11-13th in Dallas, TX. Industry professionals in all segments of the land business gather here to network, build business, and learn how to turn land into gold.

Link: www.nationallandconference.com.

Save \$35 on DocuSign for REALTORS(R) eSignature Plan

Receive DocuSign Transaction Rooms at no extra charge for one year, plus save \$35 when subscribing to DocuSign for REALTORS® eSignature plan, now through Jan. 30. That's additional savings on top of the \$60 REALTORS® save over non-members on annual eSignature plans! Use promo code DoLess. DocuSign is the Official and Exclusive eSignature provider for NAR members under the REALTOR Benefits® Program.

Link: <http://www.realtor.org/programs/realtor-benefits-program/transaction-management/docusign/?cid=DG0092>

2016 NYSCAR Board of Governors

Brian DiNardo, President; Guy Blake, 1st Vice President; James Walker, 2nd Vice President; Ed Gallacher, Treasurer; Dana Crocker, Secretary; John Lavelle, Immediate Past President; A. Gordon Furlani, Greater Capital Area Chapter President; Dana Crocker, Greater Syracuse Chapter President; Jay Feinberg, Hudson Valley Chapter President; Paul Fetscher, Metro Long Island Chapter President; Mercedes Brien, Rochester Area Chapter President; Douglas Rein, Southern Tier Chapter President; William Heussler, Western NY Chapter President; Thomas Lischak, CCIM Chapter President; Scott Burdett '16; Richard Ferro '18; Robert Giniecki '17; James Kelly '17; Karen Klecar '18; Jim Knight '16; Jerome Norton '17; Gregory Oehler '16; Mark Rohlin '18; Robert Strell '18; Theodore Welter '16; Michael Johnson, Past President; Joe Rowley, Past President; David Dworkin, Past President.



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